

Press Release

Paris, 13 January 2014, 7:00am

## Solucom and Trend Consultants announce their merger with the ambition to take a leading position in retail banking

### **Trend Consultants, a high level of expertise targeted at the banking sector**

Trend Consultants has developed strong expertise in the financial services sector, which is particularly recognized in retail banking activities with clients such as Crédit Agricole, BPCE, Société Générale and La Banque Postale.

Trend Consultants operates at the heart of the business and operational needs of its clients with particular expertise in terms of development of customer relations, operational efficiency and process performance. Thanks to its long experience in the banking sector, Trend Consultants has developed top-notch benchmarking tools in order to provide appropriate responses to the performance and profitability challenges faced by its customers.

For the financial year ended on 31 December 2012, Trend Consultants achieved turnover of € 2.2 million, and slightly positive operating margin.

### **The ambition to take part in the future transformations of the banking sector**

*"This acquisition opens a new phase of development for Trend Consultants," said Olivier Schmitt and Loïc Carpentier, Founder and Managing Partner of Trend Consultants, respectively. "Solucom's market coverage will enable us to reach new customers and clients. For our consultants, this is also a fantastic opportunity that will allow us to provide them with a broader perspective."*

*"This transaction is in line with our Solucom 2015 strategic plan to develop the business skills of Solucom to better support the transformation of our customers," said Pascal Imbert, Chairman and CEO of Solucom. "Trend Consultants is a reference in the banking industry. Together we aim to take a key position in this sector set to face major changes."*

Solucom acquired a 100% stake in Trend Consultants from its leaders, who will continue to develop the business within the firm. The transaction will be entirely financed in cash.

Trend Consultants will be consolidated in Solucom's financial statements as of January 2014.

**Upcoming date:** publication of turnover for Q3 2013/14 on 22 January 2014.  
(after stock market close).

### **About Solucom**

*Solucom is a management and IT consulting firm.*

*Solucom's customers are among the top 200 large companies and public bodies. For them, Solucom is capable of mobilizing and combining the skills of 1,200 staff members.*

*Our mission statement? To place innovation at the heart of business lines, target and steer transformations that are sources of added value, and turn the information system into an actual asset designed to serve corporate strategies.*

*Solucom is listed on NYSE Euronext Paris and has been granted the innovative company award from BPIFrance.*



All our news on: [www.solucom.fr](http://www.solucom.fr)

**Solucom**

**Pascal IMBERT**

**CEO**

**Phone: +33 1 49 03 20 00**

**Sarah LAMIGEON**

**Communications Director**

**Phone: +33 1 49 03 20 00**

**LCO**  
**LISTED**  
**NYSE**  
**EURONEXT**

**Actus Finance**

**Mathieu OMNES**

**Analysts & investor relations**

**Phone: +33 1 72 74 81 87**

**Nicolas Bouchez**

**Press office**

**Phone: +33 1 77 35 04 37**